

RJ REYNOLDS

TOBACCO COMPANY

January 31, 1996

B. A. Cook
Key Account Manager

4500 Pewter Lane,
Bldg. #1

Manlius, NY 13104
(315) 682-2008
Fax (315) 682-2080

ROU #1710

PLEASE ROUTE TO APPROPRIATE PERSONNEL

DORAL MEGA B2GF ASHTRAY PROMOTION #600001

Attached is a list of *Insalaco* (CID #3080-00-00) stores authorized to receive the above promotion. Displays will be shipped directly to stores on 2/28/96. RJR personnel will need to assemble at store level.

Thanks for your assistance with this promotion.

Sincerely,

Bruce

B. A. Cook / #1642

51860 6088

DORAL B2GF ASHTRAY / PROMOTION #600001

INSALACO (CID #3080-00-00)

THREE (3) DISPLAYS PER ACCOUNT

DORAL ASHTRAYS (ITEM #496991) WILL BE SHIPPED DIRECTLY TO STORES 2/28/96.
STORE LEVEL ASSEMBLY REQUIRED

| SR | RR | SIS# | ACCOUNT NAME | ADDRESS | CITY | STATE |
|------|------|------|--------------|---------|------|-------|
| TERR | TERR | | | | | |

INSALACO (CID #3080-00-00): THREE (3) DISPLAYS PER ACCOUNT

| | | | | | | |
|--------|--------|--------|---------------|------------------------------|---------------|----|
| 173806 | 0 | 672782 | INSALACO #386 | W. BERWICK &S. POPLAR ST. | BERWICK | PA |
| 173806 | 173820 | 667053 | INSALACO #338 | 1 RIVER ROAD | JIM THORPE | PA |
| 173806 | 173820 | 667060 | INSALACO #370 | W BERTSCH ST | LANSFORD | PA |
| 173806 | 173820 | 667449 | INSALACO #380 | 1099 N CHURCH ST | HAZLETON | PA |
| 173806 | 173820 | 559787 | INSALACO #357 | VALMONT PLAZA | WEST HAZLETON | PA |
| 173806 | 173824 | 667058 | INSALACO #334 | 210 CEDAR ST | TAMAQUA | PA |
| 173807 | 0 | 672773 | INSALACO #378 | 2247 W. MARKET | POSSTVILLE | PA |
| 173807 | 173824 | 667928 | INSALACO'S | RR 3 | POTTSVILLE | PA |

51860 6089

RJ REYNOLDS

ID:

FEB 06 '96 11:54

TRANSMIT CONFIRMATION REPORT

| | | |
|-------------|---|-------------------|
| NO. | : | 002 |
| RECEIVER | : | PITTSBURGH R.O.U. |
| TRANSMITTER | : | RJ REYNOLDS |
| DATE | : | FEB 06 '96 11:54 |
| DURATION | : | 01'13 |
| MODE | : | STD |
| PAGES | : | 02 |
| RESULT | : | OK |

51860 6090